



SHIHAB NAZAR

An experienced and dedicated Business Development Associate with depth knowledge of building good relationships with customers, analyzing internal and external factors affecting business growth, and recommending solutions to improve sales and develop new products. Adept in handling Business-related issues. Bringing forth a positive attitude and strong work ethic.

PERSONAL

- Name**
SHIHAB NAZAR
- Address**
Al Karama
47715 Dubai
- Phone number**
+971509082874
- Email**
shihabnazar1908@gmail.com
- Date of birth**
19-08-1995
- Place of birth**
Cochin
- Gender**
Male
- Nationality**
Indian
- Marital status**
Married

INTERESTS

- Music, Travelling

LANGUAGES

- English ★ ★ ★ ★ ★
- Hindi ★ ★ ★ ★ ★
- Malayalam ★ ★ ★ ★ ★
- Tamil ★ ★



WORK EXPERIENCE

- Oct 2020 - Feb 2022 **Sales Manager**
[Novo Medi-sciences PVT Ltd, Cochin](#)
 - Selling the company's medications to doctors, pharmacist and other relevant healthcare professionals.
 - Scheduling appointments with doctors, pharmacist and other relevant healthcare professionals to promote company medications.
 - Developing on in-depth understanding of company medications.
 - Building and maintaining good relationships with customers to encourage repeat purchase.
 - Preparing presentations for potential customers.
 - Achieved the sales target more than 8 times.
- May 2016 - Sep 2020 **Senior Territory Manager**
[Neon Laboratories PVT Ltd, Cochin](#)
 - Sell and promote companies products.
 - Introduce companies new launched products to the relevant customers.
 - Convincing the doctors and pharmacist for prescribe company medications.
 - Meeting daily/weekly/monthly targets.
 - Mailing the daily sales records to superior manager.
 - Conducting medical camps for promoting and introducing company's products and medications.
 - Achieved the company sales target more than 36 times.
- Mar 2015 - Apr 2016 **Sales Promoter**
[Nano Mobiles Pvt Ltd, Cochin](#)
 - Attracting new customers and improving sales profits.
 - Assisting with product launches and events.
 - Improving knowledge of the product range.
 - Answering questions and addressing customers concern.
 - To promote new launch products and sell to the customers.
 - Achieve the company sales targets more than 9 times.



EDUCATION AND QUALIFICATIONS

- Jun 2012 - Mar 2015 **Bachelor in Arts**
[M G University, Cochin](#)
Graduated in B.A economics with 70%
- Sep 2022 - Jul 2022



REFERENCES

References available on request.



SKILLS

MS office



Interpersonal Communication
Skill



Client Relation



Presentation Skill

